Case Study

A leading greenhouse producer searches for a modern approach to consuming IT

Client

North American Greenhouse Produce Provider

A leading, family-owned greenhouse producer in business for more than 60 years, has been experiencing tremendous growth. The client expanded to become one of North America's largest greenhouse vegetable companies—growing and selling world-class tomatoes, peppers, and cucumbers. Being a family run business, they wanted more than just a service provider. The client carefully searched for a trusted partner to rely on, help them meet future growth needs, and modernize the way they are consuming IT.

Challenge	OnX Canada solution	Results
• The client had a small, existing service provider that was struggling to keep up. • The client realized that they needed a provider that would deliver the flexibility, responsiveness, and breadth of capabilities necessary to meet their ever-expanding needs. • The client knew that there were many benefits of leveraging a cloud based solution but lacked the experience or the skill sets to confidently move to a different model.	• A private dedicated cloud in a OnX Canada data center facility. • Managed offsite data backup. • Secondary mirrored site for managed disaster recovery. • Network Terminal services. • Full Security Information and Event Management solutions.	• Client achieved specific business initiatives in their effort to make their IT consumption maximally efficient. • Client completed deep due diligence of OnX operations to find a trusted solution provider. The solutions provided by OnX resulted in the development of a long-term partnership with the client. • The client amended their initial solution package to include complete data center IaaS outsourcing as well as backup and DR.

Challenge

The greenhouse produce provider was using a small service provider that was struggling to keep up. The client realized it needed a team that offered the flexibility, responsiveness, and the fundamental breadth of capabilities necessary to meet their ever-expanding market.

The information technology needs of a greenhouse producer are the same as any other business—powerful robust computing, storage, networking, and data protection. A lack of consistent data management can leave an organization incapable of invigorating that which is vital to their business development and growth. Information and communication technology initiatives are widely employed in the production of agricultural goods. The solutions include earth mapping, soil management, crop production, and geographic data systems, to name a few. All of these technologies are used to increase agricultural output. The processes yield enormous amounts of data to take in, break down, and apply to business decisions.

OnX Canada solution

The OnX team listened to the business challenges and presented a plan based on the client's requests. However, the team also introduced the greenhouse producer to OnX security, communications, and professional services along the way. In illuminating our expertise, the client realized we had the potential to be a trusted partner for all of their information technology needs.

We presented a plan that included:

• A private dedicated cloud in a OnX data center facility.

• Managed offsite data backup.

• Secondary mirrored site for managed disaster recovery.

• Network Terminal services.

• Full Security Information and Event Management solutions.

Results

Executing an entire organization's technology initiatives is not often achievable with a single solutions provider. Some specialize in data center infrastructure, others focus on cloud and managed services, and still others focus on the security layer, but few providers can master all.

OnX combines deep technology experience with the expertise of professionals for all things cloud and beyond. We were able to assist the client and deliver an end-to-end solution. From consulting through implementation to ongoing optimization, OnX was able to help the client transition from a legacy model to a new efficient cloud enabled solution that will help them achieve their business goals.